

Target Market Determination – Variable Rate Housing Loans

Product	Variable Rate Home Loan
Issuer	Transport Mutual Credit Union ABN/ACN 78 087 650 600 AFSL/ Australian Credit Licence 240718
Date of TMD	05 October 2021
Target Market	<p>Description of target market</p> <p>Owner occupiers</p> <p>Retail clients who:</p> <ul style="list-style-type: none"> • are seeking a loan to: <ul style="list-style-type: none"> ○ purchase or renovate a home; ○ refinance an existing home loan; or ○ top up an existing loan for any worthwhile purpose • are aged 18 years or more and meet the credit assessment criteria for the product • are willing and able to offer a first registered mortgage over real property (or other acceptable security) as security for the loan <p>Investors</p> <p>Retail clients who:</p> <ul style="list-style-type: none"> • are seeking a loan to: <ul style="list-style-type: none"> ○ purchase or renovate an investment property; ○ refinance an investment loan; or ○ top up an existing loan for any worthwhile investment purpose • are aged 18 years or more and meet the credit assessment criteria for the product • are willing and able to offer a first registered mortgage over real property (or other acceptable security) as security for the loan <p>Variable Rate Loans</p> <ul style="list-style-type: none"> • need the flexibility to make additional repayments <p>Interest only loans</p> <ul style="list-style-type: none"> • need an interest only period for tax planning reasons, to complete the construction of a home before commencing principal and interest reductions, whilst selling other property to enable repayment of the loan • for planned leave such as maternity <p>Principal & Interest Reducing</p> <ul style="list-style-type: none"> • need to make regular repayments of interest and principal over the term of the loan <p>Full featured loan</p> <ul style="list-style-type: none"> • need the facility to redraw advance repayments • need a mortgage offset facility

	<p>Description of product, including key attributes</p> <p>This is a Variable Rate Home Loan secured over real property. The key attributes are:</p> <ul style="list-style-type: none"> • minimum loan amount \$30,000 • loan terms of up to 30 years • principal and interest reducing/interest only • variable interest rate • repayment frequency can be weekly/fortnightly/monthly • interest only periods up to 5 years • the ability to make additional repayments • a redraw facility • fee free redraw • 100% offset account • must provide a registered first mortgage over real property or other acceptable security • fees and charges as listed at https://www.transportmutual.com.au/quick-links/fees-and-charges/
<p>Distribution Conditions</p>	<p>Distribution conditions</p> <p>This product is distributed by the issuer through the following channels:</p> <ul style="list-style-type: none"> • Head office • Online • Mortgage brokers <p>Distribution conditions for this product include:</p> <ul style="list-style-type: none"> • ensuring that clients meet the eligibility conditions for the product • ensuring that distribution through head office and mortgage brokers is by appropriately authorised and trained staff <p>There are no other distributors for this product</p>
<p>Review Triggers</p>	<p>The review triggers that would reasonably suggest that the TMD is no longer appropriate include:</p> <ul style="list-style-type: none"> • A significant dealing of the product to consumers outside the target market occurs • A significant number of complaints is received from customers in relation to their purchase or use of the product that reasonably suggests that the TMD is no longer appropriate • A material change to the product or the terms and conditions of the product occurs which would cause the TMD to no longer be appropriate <p>The Product Governance Framework includes regular consideration of whether there has been a review trigger following each distribution information report. That consideration is by reference to paragraphs 154 to 156 of RG 274.</p>

Review Periods	<p>First review date: 05 October 2022</p> <p>Periodic reviews: Every 2 Years after the initial review</p>																				
Distribution Information Reporting Requirements	<p>The following information must be provided to Transport Mutual Credit Union by distributors who engage in retail product distribution conduct in relation to this product:</p>																				
	<table border="1"> <thead> <tr> <th data-bbox="320 443 703 495">Type of information</th> <th data-bbox="703 443 1018 495">Description</th> <th data-bbox="1018 443 1335 495">Reporting period</th> </tr> </thead> <tbody> <tr> <td data-bbox="320 495 703 768">Significant dealing(s)</td> <td data-bbox="703 495 1018 768">Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)</td> <td data-bbox="1018 495 1335 768">As soon as practicable, and in any case within 10 business days after becoming aware</td> </tr> <tr> <td data-bbox="320 768 703 869">Complaints</td> <td data-bbox="703 768 1018 869">Number of complaints</td> <td data-bbox="1018 768 1335 869">Every 3 months</td> </tr> <tr> <td data-bbox="320 869 703 969">Sales outside the target market</td> <td data-bbox="703 869 1018 969">Number of sales \$ value of sales</td> <td data-bbox="1018 869 1335 969">Every 3 months</td> </tr> <tr> <td data-bbox="320 969 703 1070">Sales inside the target market</td> <td data-bbox="703 969 1018 1070">Number of sales \$ value of sales</td> <td data-bbox="1018 969 1335 1070">Every 3 months</td> </tr> <tr> <td data-bbox="320 1070 703 1122"></td> <td data-bbox="703 1070 1018 1122"></td> <td data-bbox="1018 1070 1335 1122"></td> </tr> </tbody> </table>	Type of information	Description	Reporting period	Significant dealing(s)	Date or date range of the significant dealing(s) and description of the significant dealing (eg, why it is not consistent with the TMD)	As soon as practicable, and in any case within 10 business days after becoming aware	Complaints	Number of complaints	Every 3 months	Sales outside the target market	Number of sales \$ value of sales	Every 3 months	Sales inside the target market	Number of sales \$ value of sales	Every 3 months					
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